

## BUSINESS SPOTLIGHT

### A Proven Approach to Help Businesses Succeed and Grow

The Business Resource Network (BRN) uses a unique approach to help businesses succeed and grow. The BRN works closely with businesses to identify and access a host of business services with as little red tape as possible. The BRN currently operates in 16 counties in Ohio.

A collaboration of chambers of commerce, workforce and economic development organizations, universities, career & technical centers, state and local government agencies; the BRN partnership targets businesses with growth potential as well as those facing challenges. It then conducts in-depth interviews with the owners and managers of the businesses.

After learning a business's goals and the obstacles it may be facing, BRN Partners present the business with a package of suggested incentives, technical assistance, training and other programs designed specifically for that business.

This all happens through a single point of contact—the BRN Account Executive—assuring coordination of services and minimal bureaucracy. There is no charge for the interview and proposal and many services are available at no cost.

Once the business chooses the programs and services it wants to pursue, the BRN Account Executive continues to work with the business and participating BRN Partners over time to deliver quality services and identify new ways to assist the business.

## Ark Water Systems

131 E. Main St., Carrollton, OH 44615  
Phone: (330) 627-2152

Email: [info@arkwatersystems.com](mailto:info@arkwatersystems.com)



Website: <http://arkwatersystems.com/>



Diana Locke and Maria DeCarlo,  
Ark Water Systems

Ark Water Systems is a family owned business that has been serving the area for almost 20 years. They provide bottled water sales, delivery and rentals, water softeners, house filtration & UV lights to eliminate bacteria in wells and springs, salt and offer free water analysis and estimates. "The key to good customer service is building good relationships with your customers and serving them to the best of your ability", states Diana Locke, co-owner.

The Business Resource Network (BRN) has recently connected with Ark Water Systems and introduced

business services from the BRN Partners, including BWC, OMEGA, ODJFS, Kent State, Tuscarawas - SBDC and Carroll County Chamber of Commerce.

*"I absolutely love the Learn to Earn Program The BRN has linked us to. This program helped pay for the wages to train an additional driver that we were able to hire as a result. He is handling our deliveries right now. If it were not for this extra help our business would not have been able to see if a new delivery person would work out and we would not have been able to handle the increase in business we are experiencing".*

*"I just love the assistance that I have received through The Business Resource Network. I never knew that there was a resource out there to provide assistance to local small businesses in such a big way. I highly recommend these services to any small business."*

- Diana Locke, Ark Water Systems



**BRN PARTNER SPOTLIGHT**



**New Prospective Billing**

**Private employers:** We're offering **FREE seminars** throughout the state to provide answers and details about the upcoming switch to prospective billing. Can't get out of the

As part of our ongoing efforts to modernize our operations and provide better service to Ohio's employers, we will be transitioning to a new prospective billing system beginning in July 2015. Prospective billing is an insurance industry standard practice that will enable us to collect premiums before extending coverage. Currently, Ohio employers pay for coverage they have already received. **Private employers** will transition to prospective billing July 1, 2015; **public employer taxing districts** will transition Jan. 1, 2016.

**Private employers:** please pay particular attention to the three items listed below.

**1. Don't miss out on the transition credit!**

To receive the transition credit, private employers must be in an active, reinstated, or debtor-in-possession status on July, 1, 2015. You must report your Jan. 1, 2015 - June 30, 2015, payroll by Aug. 31, 2015 to receive the transition credit equal to your premium for that time period. Once you have reported your payroll, we will apply the transition credit to your account. If you are in a lapsed status, there is still time to correct this before the July 1 deadline!

**2. How can I change my installment plan after the policy period has started?**

We will start all private employers on a six-installment payment plan (bi-monthly). If you wish to change your installment plan, you have until July 15, 2015, to make that selection online or by calling 1-800-644-6292. We encourage you to stay on the initial payment plan for the first year unless you have a significant reason to change.

**3. Can you adjust my estimated payroll if I know it is not accurate?**

We have based your estimated premium on payroll amounts that you previously provided to us. If you believe the payroll amount is incorrect, or if you anticipate a change in operations that will affect your payroll for the policy period beginning July 1, 2015, please notify us at 1-800-644-6292.

If you have additional questions, please send an email to our prospective billing mailbox at [BWCProspectiveBilling@bwc.state.oh.us](mailto:BWCProspectiveBilling@bwc.state.oh.us)

For more information go to our website:

[www.bwc.ohio.gov/employer/brochureware/prospectivebilling.asp](http://www.bwc.ohio.gov/employer/brochureware/prospectivebilling.asp)

**BRN Area 16 Partners**

- American Electric Power
- AMVETS Post 275
- APEG
- Belmont College
- Belmont County DJFS
- Belmont Harrison JVSD
- Buckeye Career Center
- Bureau of Workers' Compensation
- Cadiz Community Improvement Corp.
- Carroll Cty Chamber of Commerce/CVB
- Dominion East Ohio
- Eastern Gateway Community College
- Franciscan University of Steubenville
- Frontier Communications
- Harrison County Commissioners
- Harrison County DJFS
- Jefferson Cty Community Action Council
- Jefferson County JVS
- Jefferson County Port Authority
- Kent State University-Tuscarawas/SBDC
- Minerva Area Chamber of Commerce
- Mahoning Valley Economic Development Corp
- Ohio Dept of Job and Family Services
- Ohio Dept of Transportation
- Office of Congressman Bill Johnson
- Office of Governor John Kasich
- Office of Senator Lou Gentile
- Office of Senator Portman
- Ohio Means Jobs Belmont County
- Ohio Means Jobs Carroll County
- Ohio Means Jobs Harrison County
- Ohio Means Jobs Jefferson County
- Ohio University PTAC
- OMEGA
- SCORE
- Stark State University
- Village of Hopedale

**CONTACTING THE Business Resource Network - Area 16**

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